PLAY METER

UPDATE EDITION

Volume 7, Number 2 February 1, 1981

Sega presents tech wages study

Sega Centers of Redondo Beach, California has recently completed a national wage survey for technical service personnel in the coin-operated game industry. Eric W. Ivary, director of operations for Sega, initiated the survey when he discovered that no industry-wide guidelines existed, on which to base periodic merit increases.

General wage information has been available through the U.S. Department of Labor, newspaper employment surveys, and from the California State Personnel Board, he said, but none of this information applied specifically to the particular job descriptions and job experiences of the people in the coin-op industry who repair the equipment. Thus, in an attempt to establish some meaningful minimum/maximum wage ranges, the survey was undertaken.

Ivary mailed 162 letters to various amusement and music machine manufacturers, operators, and distributors throughout the United States and parts of Canada. The letters explained the object of the survey—to gather current information regarding pay ranges for technical service personnel—and included three different, basic job descriptions outlined by Ron Goodheart, Service Manager for the Sega Centers:

A— Technical trainee (mechanic): Someone relatively new to the field and learning the job or having some mechanical rather than electronic experience.
1) High school graduate
2) Good mechanic aptitude
3) Basic understanding of electricity
4) Some knowledge of components, capacitors, resistors
5) Knowledge of use of hand tools
6) Completion of basic electronics course in school is desirable.

B— Senior technician (working in the field): Someone with industry experience and some electronics background.
1) Experience in game industry or other electronic-type machines
2) Must be able to read and understand wiring diagrams
3) Have good mechanical aptitude
4) Must be able to use a volt ohm meter and understand basic electricity
5) Should be able to identify electronic components and know their names
6) Must be able to use proficiently all hand tools and be able to solder.

C— Electronic technician (bench

continued on page 5

Rock-Ola to market Vector games

By RAY E. TILLEY

Rock-Ola Manufacturing Corp. has announced that it will break into the video games market through a long-term agreement to license the Vector monitor system owned by Cinematronics, Inc. and to market the new game *Star Castle* outside the United States.

The El Cajon, California video maker and the Chicago phonograph producer were mutually impressed with each other's capacities. Penning their licensing pact left Cinematronics with *Star Castle* rights in the U.S.A.—and Rock-Ola will pursue other options for marketing in the video field. As announced in a September distributors meeting, Rock-Ola will look to in-house development of its own games as well as acquisition of other games producers.

Star Castle: Object of a 'marriage' between Cinematronics and Rock-Ola

Officers of both companies stated that Cinematronics could not presently meet production demands for its games overseas. The bond with Rock-Ola came about, said an officer there, because "they (Cinematronics) are doing an outstanding job right now, they can't produce enough, and they have knowledge and expertise pertinent to the Vector monitor."

David R. Rockola, senior vice president, said negotiations between his company and Cinematronics were successfully concluded, for Rock-Ola to manufacture and market *Star Castle* under their agreement.

"This covers the exclusive sales, and marketing rights for Europe and Canada, with non-exclusive right for all other export markets," said Dr.

continued on page 2

Update Edition

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Staff

Publisher and Editor:
Ralph C. Lally II
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David Pierson
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Star Castle sales rights

continued from page 1

Rockola. He indicated that the introduction of additional high-drawing games by Rock-Ola "can be considered to be imminent, as management is now committed to offering a high degree of selectivity to the national and international operator trade."

He added, "We fully realize that continuity of good games is necessary to ensure Rock-Ola's attaining its ambitious but nevertheless realistic domestic and international marketing goals."

The Chicago firm had tested several imported games by late summer but ruled that the candidates did not prove income power in the field to the extent the company wished to serve up to its network of handlers.

Rockola commented to PLAY METER, "a lot of operators and distributors have been waiting for the news, and we have fitted a glove to the right hand."

Cinematronics' Secretary/Treasurer Tom Stroud, Jr. said, "We're really excited about it." He saluted the factory facilities of Rock-Ola—which have turned out a variety of material in 50 years, from Carbine rifles and Packard war hardware during World War II to shuffle alleys (the last game produced by Rock-Ola, up to 1950) to payout games and pingames in the 1930s.

Rockola commented, "Just as Rock-Ola has become the world's number one producer of jukeboxes, so too will we put our hearts and talents behind this great new and promising endeavor."

Rock-Ola's pioneering pingames of 50 years ago, *Jig Saw* and *World Series*, set production records in their day, 1500 units of each per day, "that to date have never been matched." Dr. Rockola claimed that this manufacturing history alone demonstrates Rock-Ola's ability to re-establish itself as a competitor in the games industry.

Production of *Star Castle* at Chicago was scheduled to begin in mid-December, with export marketing likely at January 1, 1981.

Manufacture of the video game will be complete within the Rock-Ola factory, which will build the monitors as well as produce game parts. As well as phonograph production, the plant may also embrace manufacture of conventional raster monitor games at a near date, said Dr. Rockola.

The "skyrocketing income" of video games led Rock-Ola Manufacturing to a decision to re-enter the games field. Other games are being studied for production and marketing, said Dr. Rockola, but on visiting the Amusement Machine Show in Japan recently, he noted the number of favorable comments made by Japanese industry persons about *Star Castle*, among only a few American-made videos.

He concluded: "It is our intent to become a major factor in the very competitive and fast-moving video game business. To do this, we fully realize we must offer our fine network of distributors, both domestic and export, truly outstanding games that are capable of producing top levels of income, and not just another cute or 'also-ran' type of video."

PLAY METER CALENDAR

January 16-18
Oregon Amusement & Music Operators Association, annual meeting Marriott Hotel, Portland

January 17-18
Music Operators of Minnesota, annual convention and show, Holiday Inn Downtown, Minneapolis

January 22-25
IMA Show, Frankfurt, West Germany

February 17-19
Northern Show trade event, Blackpool, England

March 12-14
Amusement Operators Expo, Hyatt Regency Hotel, New Orleans

April 12-13
Milan Fair: park and amusement rides, and coin-operated games show, Milan, Italy

May 8-9
Ohio Music & Amusement Association, annual convention and trade show, Columbus Hilton Inn, Columbus

May 8-10
Music and Amusement Association/New York annual convention, Kutsher's Country Club, Monticello

September 12-13
South Carolina Coin Operators Association, annual convention, Carolina Inn, Columbia

Half-billion $ revenues came to Bally Mfg. as records were set in third quarter, 1980

CHICAGO—Robert E. Mullane, chairman of the board and president of Bally Manufacturing Corporation announced that Bally had achieved record revenues, net income, and earnings per share for the third quarter and first nine months of 1980.

For the three-month period ending September 30, 1980, revenues were a record $174,800,000 as compared to the previous third quarter record of $96,500,000 reported in 1979. Net income was $16,172,000, compared to $9,704,000 earned in the similar quarter of 1979. Earnings per share for the quarter rose 67% to $.60, also a record, versus the $.36 per share recorded for the 1979 third quarter.

For the nine months ending September 30, 1980, Bally revenues were a record $505,700,000 as compared to the $287,000,000 reported for the comparable period of 1979. Net income for the nine months was $38,604,000, also a record, compared to $31,644,000 earned in the first nine months of 1979. Earnings per share for the nine month period were $1.45, which was 22% above the $1.19 per share reported a year ago.

Bally's Park Place, Inc., an 83 percent-owned subsidiary, which operates a hotel and casino in Atlantic City, New Jersey, contributed $67.7 million and $157.3 million to Bally's consolidated revenues in the three and nine month periods, respectively. Revenues from Bally's Park Place, Inc. in the similar periods in 1979 were insignificant, as the facility did not open until December of 1979. The contribution of Park Place to consolidated results, net of income taxes and minority interests, was $5.8 million, or 21¢ per share in the third quarter, and $3.4 million or 13¢ per share for the nine months.

Mullane, commenting on the third quarter results, noted that he was "particularly pleased by the excellent results achieved by Bally's Park Place in only its third quarter of operations. Revenues and earnings from Bally's manufacturing, distributing, and equipment operating divisions were at record levels.

"In particular, Midway Mfg. Co., our amusement arcade manufacturer, as well as our Aladdin's Castle family arcade centers, both reported increases in revenues and earnings." Mullane also noted that "strong cash flow from operations enabled the company to repay $30 million of long-term debt during the third quarter. Further significant debt repayments are anticipated in the fourth quarter."

Commenting on the outlook for Bally, Mullane concluded by saying that "we fully expect 1980 to be another record year in revenues and earnings for Bally."

Possible amusement machine aid?

Multiple coin acceptor

Agfa-Gevaert and Telemax, a British specialist in microprocessor-controlled mechanisms, have developed a coin control for photocopiers that will accept a variety of coins.

The two firms say the new control called the Multiple Coin Acceptor, will operate the photocopier at any price in multiples of 2 pence, with any combination of coins up to and including a 5-pence piece, reported the Financial Times of London.

A light-emitting diode display shows how much cash has been fed into the control unit, and another display shows how many copies can be made for the money inserted.

The machine is flexible enough to give pre-set discounts: if, for example the price per copy has been reduced after a certain number of copies have been run off, the controller will make the adjustment automatically. It reportedly was not developed with change-giving capacity, however. •

Music Operators of Michigan recently presented its Operator of the Year award to Chuck Williams, of Cigarette Vending Co., Dearborn. Pictured above are Williams, receiving his trophy from Walter P. Maner, MOM executive secretary (at right), and Sally Williams, recipient of a MOM Pride Award.

By Pat Matthews

Tunes for Carnival

I don't know what you're up to, but we're getting ready for the highlight of the year here in New Orleans. No, it's not the NFL draft (which in the case of the Saints may as well be cancelled *every* year— but Mardi Gras! The Carnival celebration is about to get into full swing, and it's always a time for hoopla and fun, not to mention looking for a restroom in the crowded French Quarter. And with Mardi Gras comes a revival of the "beat" which holds our city together...MUSIC! Here, then, is some we can all enjoy.

Hey Nineteen—Steely Dan—MCA /41036

Through all the legal hassles emerges what promises to be Fagen and Becker's final MCA release and possibly their finest to date. They just keep on getting more laid-back, but that's good. Textured horns and guitars, as well as clever lyrics make this one a winner from the first listen: *9 out of 10* for sure.

The Tide Is High—Blondie—Chrysalis/CHS 2465

From its reggae beginning and throughout, the new one from this former avant-garde group sets you up for listening to the new lp, *Auto-American*. The album, like the single, is very different for Deborah Harry and company, yet a refreshing change. This record is a perfect example of why this group will be around for a long time: they are not afraid to expand their horizons. Already a favorite with a great many folks, this record is definite Top Ten material. So, *10 out of 10.*

Miss Sun—Boz Scaggs—Columbia /11-11406

That funky lazy disco beat at the bottom is what holds this one together for the new ladies' man of the Eighties. It's that toe-tappin' rhythm and sultry sound Boz first introduced on the *Silk Degrees* album a few years back, and it's never sounded better. Strings are a nice touch, too. Should crossover to R&B lists: *10 out of 10* on highest chart.

One Step Closer—The Doobie Brothers—Warner Brothers/WBS 49622

It may be a little jazzier than what you are used to, but as the title indicates, this California band with Michael McDonald at the helm moves in the right direction again. A danceable rhythm and alternating vocals make this a sure fire winner. The Doobies are headed straight for the top and with each listen to the music, they get one step closer: give it *10 out of 10.*

Cold Love— Donna Summer — Geffen/49634

Once again, Donna and producer Giorgio Moroder explore the use of disco/rock as the new vehicle of success. Gutsy vocals and somewhat heavy electric guitars carry this rather predictable tune through. Rate it *8 out of 10,* if that much. The stops and starts may be the hook.

Tell It Like It Is—Heart—Epic/ 19-50950

The old Art Neville hit of the early Sixties gets a freshening up by the

The records are rated as follows: 10 out of 10 = Top 10 peak; 9 out of 10 = Top 20 peak; 8 out of 10 = Top 30 peak; 7 out of 10 = Top 40 peak; 5 or 6 out of 10 = Somewhere in Top 100; 4 or less = Forget it, loser, break in half.

Wilson sisters. Just the right amount of guitars and horns are the key this time around. Since the original by New Orleans' own Neville may have been more regional than national, the time may be right to garner a whole new audience for this timeless classic. Besides, Ann, Nancy, and the guys are a little overdue, to say the least. The vocals are tremendous —*9 out of 10* possibilities.

The Horizontal Bop—Bob Segar —Capitol/PRO-9542

The album *Against The Wind* has produced two relatively laid-back hits for Segar, and I guess all concerned figured it was time for Motor City Bob to do a little rock'n' rollin'. This one has been a favorite of audiences across America on the recent fall tour, and all it is is harmless straight-ahead rock'n'roll. It's all about what the title implies subtly...think about it; *8 out of 10* or better.

Girls Can Get It— Dr. Hook — Casablanca/NB2314

In the spirit of their latest and last Capitol stuff, Ray Sawyer and friends spread their own brand of musical happiness. The whole premise of the lyrics is that girls don't have to try, because love always seems to find *them*. The feel is easy and the instrumentation, vocals, and back-up singers all seem to come together gracefully as usual. My copy was very warped and sounded strange; I hope you have better luck...Uh-oh, Matthews breaks another one (crack)...*9 out of 10,* at least.

I Made It Through The Rain— Barry Manilow — Arista/AS 0566.

There's something about a Manilow song. Whether Barry writes it or not. In this case he's one of the lyrical co-writers. Manilow also produced the record. I guess the main thing is that it has that recognizable "stamp," if you will. All of his songs seem to be perfect material for a soundtrack, whether it be a movie or someone's life story or situation. To relate: that's what his music's all about. Something simple, yet musically intricate. This one's no exception. The key changes, the strings, the angelic background vocals—they're all here. Well produced by Mr. Manilow, to boot. Definite number-one potential...and it's been a while since I've felt that strongly about one of his tunes. Therefore, *10 out of 10.* #

Technician wages survey

continued from page 1

technician): Someone with considerable experience in electronic diagnosis and repair.

1) AA Degree in electronics or equivalent experience
2) Must have a good working knowledge of both analog and digital circuits
3) Be able to use an oscilloscope, volt ohmmeter, frequency counters, and other test equipment
4) Must be able to read schematics, logic diagrams, and flow charts, and apply this to the repair of circuit boards
5) Should be able to research parts and find substitutions as required
6) Must have good diagnostic ability.

These job descriptions were not intended to be exhaustive, but were set up in order to provide three distinct skill levels. For each position, the questionnaire asked the respondent to indicate a minimum and maximum hourly wage that should be paid based upon the job description for the position.

Forty-seven companies, or 29 per cent from the initial letters, responded to the survey, and all but two of the respondents provided wage ranges.

Based upon the results of the survey, the *average* minimum/maximum hourly rates for each position are as follows:

Technician trainee— Minimum, $4.36; maximum, $5.65

Senior technician— $5.68 minimum; $7.00 maximum

Electronic tech— $7.71 minimum, $10.53 maximum.

(A breakdown of responses by states is available from Sega.)

In addition to the basic statistical information which the respondents provided, a number of their comments related to the hourly wage rates and the responsibilities of the technical service personnel. First,due to the varying geographic areas involved in the survey (companies from 21 states and two Canadian provinces responded), no strict interpretation can be given to the wage rates, Ivary noted. The rates vary from state to state as well as between the rural and urban areas of the same state.

A second variable in reviewing the wage rates is whether a labor union is involved or whether the servicing of the games is done by outside technicians on a contract basis. Both of these factors will influence the hourly wage for any given area. Other conditions influencing the rates are whether the operator happens to be a "street operator" or runs an arcade, and the size of the person's operation.

Also having an influence on the wage rates are varying fringe benefits offered by different companies. Among the most commonly mentioned fringe benefits, as reported by the respondents, were year-end bonuses, pension plans, profit-sharing, major medical coverage, hospitalization, vacations, uniforms, and service vehicles. All of these items contribute to a technician's "total compensation".

Finally, some of the general comments by the respondents may be of interest. One Michigan operator indicated that he "found it hard or difficult to find anyone that falls into the "C" category (bench technician or electronic technician) for game and equipment repair."

In relation to this important "C" category, a Texan respondent said, "Bench techs' ability varies greatly. A good one may be worth more than three times what a fair or poor one is worth." Even though an electronics degree is one element of the bench technicians' (C) job description as outlined in the survey, one New York distributor stated that he is "able to keep people *without* degrees longer than those with degrees." Lastly, there are intangible factors in a technician's job which go beyond the specific skills outlined in a job description.

Another respondent from Texas said, "Due to continued contact with customers both in person and by phone, a technician in a small company must have the ability to be personable and helpful to a customer." These attitude "skills" do have an influence on the technicians' hourly rate, as one Louisiana distributor indicates: "In addition to an employee's technical knowledge, his attitude, reliability, and leadership abilities will certainly help determine his hourly rate."

The Sega Centers officer expressed appreciation to the individuals and companies which had the interest and took the time to respond to the survey. The hope is that the results outlined here will be of some value to the industry as a whole and that it will simply serve as a first step toward constructing more complete job descriptions and wage scales for the people who keep the equipment running smoothly,said Ivary.

Lentz is Loewen's sales mgr./Germany

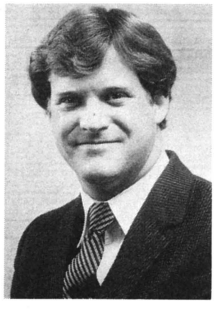
Gunther Lentz has been appointed national sales manager at Loewen-Automaten headquarters in Bingen, Germany. He is in charge of domestic marketing and distribution operations and will also supervise all national and international purchasing activities.

Lentz was educated at Nurnberg University in the School of Business Administration. Having a background in the consumer industry, he brings successful worldwide marketing and sales experience to Loewen.

Prior to taking his new post, Lentz was being introduced to all companies which supply Loewen.

Loewen-Automaten claims the ranking of Europe's biggest sales organization in the trade and operates through eight independent companies with 33 sales outlets. The company is exclusive distributor for NSM slots, jukeboxes, and games for a number of overseas manufacturers. •

Lentz



Lundquist

Games, merchandise director at Pizza Time

Robert W. Lundquist, 30, has been named director of games and merchandise for Pizza Time Theatres, Inc., according to Gene N. Landrum, vice president for operations.

Lundquist, who has a B.S. degree from the University of Utah in Salt Lake City, was formerly group director of games for Marriott Corporation in Washington, D.C. and Santa Clara, California. He and his wife Pamela are residents of San Mateo.

A rapidly expanding chain of family entertainment centers, Pizza Time presently operates or has franchised twenty stores in six states, with another seven set to open before 1981 in four additional states. •

COIN NOTES:

Sega's fiscal '81 earnings drop

LOS ANGELES—Sega Enterprises, Inc. reported net earnings of $2.2 million, or 31¢ per share, for the first quarter of fiscal 1981, ending September 30, 1981. This compared with $6.2 million, or 87¢ per share, for the prior year's first quarter.

David Rosen, chairman of the board and president, said the decline in net earnings in the first quarter, fiscal 1981, was primarily attributable to "significantly lower demand in Japan compared with the record levels experienced in the same period last year. However, this decline was partially offset by higher demand and record operating results in the United States for coin-operated electronic video games," said Rosen.

Sega's revenues for the current quarter were $33.9 million, compared with $53.3 million for the prior year's quarter.

Net earnings for the first quarter include gains from translation of foreign currency denominated assets and liabilities into U.S. dollars and foreign currency transactions of $347,000, or 5¢ per share, versus foreign exchange translation losses of $64,000, or 1¢ per share, in the fiscal 1980 first quarter.

Sega Enterprises is an 85 percent-owned subsidiary of Gulf+Western Industries, Inc.

• • •

Although the Susan B. Anthony dollar coin has met resistance in the U.S.A., it is winning acceptance on military bases in Europe.

Under a program adopted by the U.S. Army to eliminate the dollar bill in Europe, old $1 notes are being removed from circulation once they wear out, and no new dollar bills are issued in replacement. Instead, the $1 coin has been introduced along with the $2 bill to make change in PXs.

While this change in making change has not been put into effect on bases in the U.S., a spokesman for the Treasury Department's office of the Mint said, "It's coming...."

Vending machines, operated by the U.S. Army & Air Force Exchange Service, have been adapted to accept the Anthony dollar, and all new venders being purchased by AAFES have dollar coin capability.

The best takes longer...

Plans for enlarging PLAY METER UPDATE have been rescheduled, due to production demands on publishing large year-end editions of the magazine.

"The aim for UPDATE is to bring all our coin industry news together in one vehicle, a monthly publication which supplements PLAY METER and which is named, appropriately, 'Update: News Edition,' " said Publisher Ralph C. Lally II.

"However, the volume of editorial material following the AMOA Convention and preparatory to our past issue, the New Phonographs Issue, as well as the Directory Issue which will appear next, has made it necessary to set our timing back to a date that will be announced in the spring of '81," said Lally.

Plans for UPDATE: NEWS EDITION include a format of newspaper tabloid size. In addition to the news, current new products information will be found in the newsletter, plus the technical and music programming columns.

The chief goal, said Lally, is "to print news of the industry that is as up-to-date as the press schedule will allow."

With a new format established, he said, "when the reader receives the UPDATE supplement, he can be assured that the monthly magazine will continue to hold in store the coin-op business advice, industry interviews, game reviews, more technical data, and interesting feature articles that have made PLAY METER the leader in publishing for the coin-operated amusement trade," said Lally.

PLAY METER UPDATE is mailed only to subscribers of this magazine. •

Exidy games multilingual now

A new product feature was introduced with Exidy's *Spectar* game—an optional language change for video messages. Because of the growing demand for Exidy's games outside the United States, the company has added the alternative language option to all its future products, according to an Exidy announcement.

This option was expected to have appeal in certain ethnic areas of North America where languages other than English may be dominant.

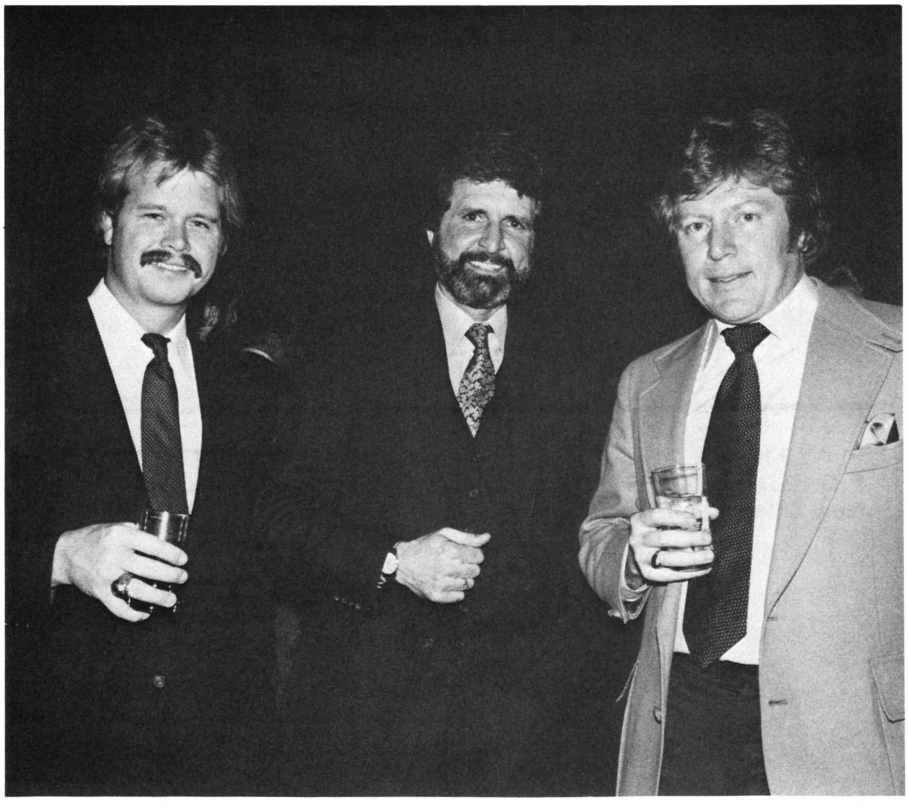
A switch on the printed circuit board allows the operator to change the language from English to French, Spanish, or German. All the video messages and instructions will then appear in the selected language.

Exidy President Pete Kauffman said, "We feel that having the video message in the native language of the area where the game is located will enhance the play appeal and thus the collections from the game.

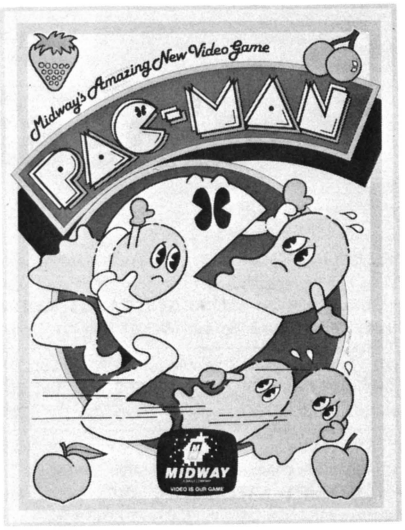
"The growth of the international market is significant and Exidy is adding this feature as well as exploring other specific needs in foreign markets to make our games more adaptable," said Kauffman.

A language specialist was being contracted to translate instructions for Exidy product development—which are to be verified by distributors in countries where each language will be most appropriate. "We want to be sure that the translation includes the common 'player terminology' in each language," noted Lila Zinter, Exidy sales manager. This new feature will potentially give the games a higher play frequency in areas where language differences have caused barriers in the past.

The language option is being offered with Exidy's *Spectar*. It is part of the company's efforts to improve the product flexibility and adaptability in product play and service features to best meet the needs of their growing marketplace, said Zinter.



Friends and distributors of Stern Electronics, Inc. enjoyed a dinner and reception at Chicago's Field Museum of Natural History, in conjunction with the AMOA Show. Among those who attended were (above, left to right) Mark McClesky, vice president/sales and marketing, SEFCO, Baltimore; Tom Campbell, Stern marketing director; and Ted Groslos, sales executive with Advance Automatic Sales, San Francisco.



Poster *Pac-Man*

A colorful 17" X 22" poster featuring the "Pac-Man" and his adversary ghost monster characters has been produced by Midway Manufacturing Co. in conjunction with its newest one- or two-player color video game.

Designed to attract attention and encourage play action, the poster is provided for use in game rooms and other locations. The *Pac-Man* poster will "eat" its way into the hearts of game fans and will help "gobble up" more profits as players guide *Pac-Man* "munching" the dots in this absorbing new game of skill, said the manufacturer.

For more information on this "point-of-play" poster, contact a local Midway distributor or write to: Midway Manufacturing Co., 10750 W. Grand Avenue, Franklin Park, Illinois 60131.

Fukumoto is VP

Cinematronics, Inc. has announced the appointment of Fred S. Fukumoto as vice president of finance.

Prior to the Cinematronics appointment, Fukumoto spent four years with XCOR International, rising to the position of treasurer. With a Bachelor of Arts degree from Northwestern University, he has also worked with Quasar Electronics and Arthur Anderson Co.

"We are extremely pleased to acquire a man of Fred's caliber," said Cinematronics President Jim Pierce. "His vast knowledge of the amusement industry, along with his expertise in the field of finance, makes Fred a very welcome member to the staff of our growing company."

classified advertising

CHRISTMAS IS COMING! Pinball, jukebox greeting cards. Fabulous colors, suitable for framing. A gift in itself. 75¢-sample or $8.50/dozen. **EMPIRE STATE AMUSEMENT & NOVELTY,** 129 Plainfield Ave., Bedford Hills, NY 10507.

TWO FRED FLINTSTONE MACHINES. EXCELLENT CONDITION. **CON-ECK ENTERPRISES**, P.O. Box 251, Cedar Knolls, NJ 07927.

FOR SALE: 14 Seeburg DBV-Z Dollar validators. $50.00 each. Used electro-mechanical pins. Complete working. $60.00 each. **KEYNOTE ENTERPRISES, INC.**, 68-35 Fresh Meadow Lane, Flushing, NY 11365. (212)IN3-4140.

WANTED: Pool tables, SEEBURG-LPC-showcase-LSI-LS2-etc. Telephone: (717)875-1015.

WANTED: Gottlieb pins. Astro (a.k.a. Star Trek), 1971; Gold Strike (a.k.a. El Dorado), 1975; Ship Ahoy, 1976. Shopped preferred. Wm. Brohaugh, 2853 Minto, Cincinnati, OH 45208. (513)984-0717 days, (513)871-0740 evenings.

WANTED: Pinball-Gottlieb-Model "Olympic"-dating approximately 1962. Rene Roy, 1056 Louis Jobin, Ste.Foy,P.Q., CANADA (418)651-0473.

FOR SALE: INVADERS COCKTAIL TABLE with color overlay $725.00. Excellent condition. **TUCKER VENDING & NOVELTY COMPANY,** (205)683-8948 ask for Herb.

IHORSE RACE MACHINES WANTED—Bally Winners Circle or Kentucky Derby. Reply to **G & G AMUSEMENTS,** 37 Meadow Lane, Clifton, NJ 07012. (201)546-3558.

FOR SALE: Five new Lunar Lander main printed circuit boards. "Best Offer" Contact: **UNITED ARTISTS THEATRE AMUSEMENTS, INC.**, P.O. Box 4060, Torrance, CA 90510.

ESTABLISHED ARCADE in main business section. Reasonable rent. 30 games. $30,000. Santa Barbara, CA (805)967-9442.

FOR SALE: Almost new Million Dice—$1500. Also used Draw-80 Pokers in perfect shape. Call (408)625-5164 in California before 9 AM.

SPACE INVADER COCKTAIL TABLES: Reconditioned $750.00 F.O.B. New Jersey. Playmatic Chance 4-player digital Brand new factory carton $695.00 F.O.B. New Jersey. Call: **UNIVERSE AFFILIATED INTERNATIONAL, INC.**, (201)245-4222.

SLOT MACHINE REPAIR AND RESTORE. Also buying parts or complete machines. J. Weber, 434 Nold Ave., Wooster, OH 44691. (216)264-6897.

SLOT MACHINES WANTED: Old/antique mechanical machines and parts. Cash, will pick up. **JACKPOT AMUSEMENTS,** 14216 Clark Street, Riverdale, ILL 60627. (312)849-4041.

FOR SALE: Atari Football $500.; Sega Space Stranger $550.; Head-On $750.; Lunar Lander $1000.; Cleopatra $425; Evel Kneival $425.; Starship $425. **AMUSEMENT MACHINE EXPORTERS, INC.** 5847 S.W. 25th St. Hollywood, FLA 33123. (305)987-5050.

SEARCHING FOR PARTNER with arcade machines or financing to start unique money making arcade in Tucson. Concept has franchising potential. Alan Brizee, 6941 Paseo San Andres, Tucson, AZ (602)298-8779.

FOR SALE: Logic board for various games from creative Japanese maker. Call N.Y. (212)532-5431 for further information.

SALE: ANTIQUE MECHANICAL SLOT MACHINES in excellent condition. Quantity available. Perfect for the Hanukah and Christmas customers home sales. **UNITED STATES AMUSEMENTS**, Hillside, NJ Call Sal (201)926-0700.

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WANTED: Vega 21 or Draw Five Games. Also Royal Shuffleboards-16' or longer. We will pick up. Call or write: **HAV ENTERPRISES,** 130 E. Bay St., Savannah, GA 31401. (912)234-7166.

SACRIFICE FOR CASH: 18,000 sq. ft. OFFICE BUILDING AND GAME ROOM. Annual income potential $100,000. Sale priced,$400,000. Ample parking. Phone **THE MUSIC SHOP**, Mr. Pearson or Ms. Casey. (919)527-5156.

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WANTED: Film for Midway's S.A.M.I. new or if used in good condition. Call (collect) **B.J. NOVELTY**, (606)261-1095. Jeff Reed.

VIDEO PINBALL CONVERSION KIT. Super Special $179.00. Includes logic board, harness assembly, all controls, color field overlay, full instructions. **BILL GROSSMAN & ASSOCIATES,** Box 5421, Incline Village, NV 89450. (702)831-2990.

WANTED: Williams' Lady Luck pingame backglass. Call (collect) Jim Walser (213)791-4234 or write to Jim Walser, 1953 N. Craig Ave., Altadena, CA 91001.

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FOR SALE: Million Dice $1750.00. Call Jeff at (408)625-5164.

FOR SALE: Excellent condition, Flash, Paragon, Sharpshooter, Geni, Playboy, Lost World; SuperSonic, Blackout, Sprint I & II, Totum and more. Low Book in Guide **PLAYMETER, Inc.** NY,NY (212)851-8844.

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